

# New Construction Training Series

## Overview

Advanced Energy's New Construction Training Series provides three courses giving participants the skills they need to consistently build high-quality, energy-efficient homes. Courses are geared to provide attendees with classroom and real-world, hands-on experience to expand not only your knowledge base, but your profit line as well.

## Selling ENERGY STAR® for Realtors — 1 Day

Focus: How to successfully sell ENERGY STAR® homes.

Through small group workshops, handouts and interactive class demonstrations attendees will learn:

- ENERGY STAR features and benefits and how to communicate them to potential buyers
- How to answer customer questions about comfort, energy efficiency, indoor air quality and more
- Market and industry changes

## Success with ENERGY STAR for Builders — 1 Day

Focus: Successful implementation of ENERGY STAR standards.

This course is for builders already enrolled in the ENERGY STAR program who want to learn to implement program standards right the first time. Participants receive:

- Tools documenting critical details, steps and work processes to ensure successful implementation in the field
- Access to Advanced Energy's 30 years of building science experience and team of on-staff experts
- Training on standard work processes that increase productivity and reduce waste



## Success with ENERGY STAR for Raters — 1 Day

Focus: Increase value, services and profits in builder partnerships.

Participants will receive training as well as take-home tools on how to become more successful in their builder partnerships. Topics include:

- The quality process
- Advanced Energy's proven method for teaching builders and contractors how to meet ENERGY STAR standards accurately and efficiently

## Building ENERGY STAR Homes for Builders — 1 Day

Focus: Learn what it takes to build to ENERGY STAR standards.

Topics include:

- Overview of the ENERGY STAR for New Homes Program
- Selling the value of ENERGY STAR homes
- Building an ENERGY STAR high-performance home



Advanced Energy is committed to a future in which energy needs are met at reasonable costs and with the least negative consequences. We create economic, environmental and societal benefits through innovative and market-based approaches to energy issues.